



LETTER OF AWARD

Ref. No.: AAI/RCS/AOAPL/5/ 2017

Date: 30th March, 2017

To,

Airodisha Aviation Pvt Ltd
Plot No.353/324, Kolathia Square
Aiginia, Bhubaneswar-751020

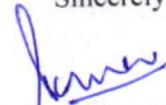
Sir,

Subject: Letter of Award ("LOA") for the selected airline operator under the Regional Connectivity Scheme ("RCS") - UDAN in 1st round of bidding cycle for operation of RCS Flights on network of Chennai -> Pondicherry -> Salem -> Bangalore Airport -> Salem -> Pondicherry -> Chennai -> Neyveli -> Chennai -> Kadapa -> Bangalore Airport -> Kadapa -> Chennai -> Mysore(Mandacally) -> Chennai

1. This is with reference to your Initial Proposal (Last date of submission-16.01.2017) for operating as the selected airline operator under the RCS as provided in Annexure-A of this LOA ("**Proposal**"), submitted pursuant to the Notice Inviting Proposal for Selection of Airline Operators [dated 21st Oct 2016 and corrigendum issued from time to time] ("**NIP**") issued by the Airports Authority of India ("**Authority**"), acting as the implementing agency on behalf of Ministry of Civil Aviation, Government of India, and your letter vide AOAPL/ADMIN/BBI/02, AOAPL/ADMIN/BBI/03 and AOAPL/ADMIN/BBI/04, dated 23.03.2017
2. Your proposal have been accepted by the competent authority for above cited network and you have been identified as the Selected Airline Operator (SAO).
3. Under the terms of the NIP, you are required to submit the following to the Authority:
 - (a) Duly executed Selected Airline Operator Agreement in the format prescribed in Annexure-X of the NIP ("**SAOA**");
 - (b) Performance Guarantee, in the format prescribed in Annexure-VI of the NIP, for an amount equivalent to Rs. 57,89,645 (Rupees Fifty Seven Lakhs Eighty Nine Thousand Six Hundred Forty Five Only) on or before the execution of the SAOA; and
 - (c) {Additional Performance Guarantee, in the format prescribed in Annexure-VII of the NIP, for an amount equivalent to Rs. 1,00,00,000 (Rupees one crore only) on or before the execution of the SAOA.}

4. The actions specified in paragraph 3 above, are required to be completed within 15 (fifteen) days of the date set out hereinabove
5. Additionally, please note the following remarks pertaining to the proposal submitted by you:
 - a. Operations to be commenced on the routes of this proposal within six (6) months of the signing of the Selected Airline Operator Agreement.
 - b. Operations are subject to;
 - signing of MOU by the state of Tamil Nadu & Karnataka
 - written consent from JVC Airport Operator, to provide concessions/supports by the airport operator under the Scheme
 - c. For the RCS Airport(s) which require an investment of INR 5 Crores or more for rehabilitation / upgradation of infrastructure (airside or the terminal building) to make such RCS Airport(s) operational / suitable for proposed RCS Flight operations, the Selected Airline Operator shall be required to submit an Additional Performance Guarantee for an amount of INR One Crore (INR 1,00,00,000/-) to the Implementing Agency. (Neyveli Airport)
6. You are requested to comply with the all provisions of NIP.
7. You are requested to sign and return the duplicate copy of this LOA to the office of the undersigned, as acknowledgement of this LOA, latest within 5 (five) days of the receipt of this LOA.

Sincerely,



(Pradeep Kumar)

General Manager (Engg-RCS)
For and on behalf of the Chairman
Airports Authority of India

Enclosure: Annexure A

NOO:

1. Joint Secretary(UP), MoCA Block, B RG Bhawan New Delhi-110003

INTERNAL

1. OSD to Chairman AAI,
2. PS to Member (Planning), AAI
3. OSD to Member (Finance), AAI
4. OSD to Member (HR), AAI
5. OSD to Member (ANS), AAI
6. OSD to Member (OPS), AAI
7. Executive Director (RCS), AAI
8. General Manager (Finance),RCS, AAI
9. Joint General Manager (ATM -RCS), AAI
10. Asstt. G.M. (Engg. RCS), AAI

ANNEXURE – A

1. Details of the Technical Bid

RCS Route(s)	Date of commencement of operations of RCS Flights	Stage length (in km) / flight duration (in min) of the RCS Route	Aircraft type	Seating capacity of the aircraft (in number)	RCS Flight Capacity to be deployed on the RCS Route with breakdown of		Number of RCS Flights per week	VGF Sought (Yes or No)
					Number of RCS Seats	Number of Non-RCS Seats		
Chennai To Pondicherry	September, 2017	161	M 28	18	9	9	7	Yes
Pondicherry To Salem	September, 2017	191	M 28	18	9	9	7	Yes
Salem To Bangalore Airport	September, 2017	187	M 28	18	9	9	7	Yes
Bangalore Airport To Salem	September, 2017	189	M 28	18	9	9	7	Yes
Salem To Pondicherry	September, 2017	191	M 28	18	9	9	7	Yes
Chennai To Neyveli	September, 2017	169	M 28	18	9	9	7	Yes
Neyveli To Chennai	September, 2017	169	M 28	18	9	9	7	Yes
Chennai To Kadapa	September, 2017	228	M 28	18	9	9	7	Yes
Kadapa To Chennai	September, 2017	260	M 28	18	9	9	7	Yes
Chennai To Mysore(Mandalaly)	September, 2017	428	M 28	18	9	9	7	Yes
Mysore(Mandalaly) To Chennai	September, 2017	428	M 28	18	9	9	7	Yes

2. **Financial Bid**
{VGF is sought}

Name of the Airline Operator	RCS Route	VGF per RCS Seat (in Rs.)	Maximum Airfare (in Rs.)
Airodisha Aviation Pvt Ltd	Chennai To Pondicherry	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Pondicherry To Salem	Rs. 2,594	Rs.1500
Airodisha Aviation Pvt Ltd	Salem To Bangalore Airport	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Bangalore Airport To Salem	Rs. 2,594	Rs.1,500
Airodisha Aviation Pvt Ltd	Salem To Pondicherry	Rs. 2,594	Rs.1,500
Airodisha Aviation Pvt Ltd	Chennai To Neyveli	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Neyveli To Chennai	Rs. 2,347	Rs.1,420
Airodisha Aviation Pvt Ltd	Chennai To Kadapa	Rs. 3,059	Rs.1,670
Airodisha Aviation Pvt Ltd	Kadapa To Chennai	Rs. 3,249	Rs.1,750
Airodisha Aviation Pvt Ltd	Chennai To Mysore(Mandacally)	Rs. 3,816	Rs.2,330
Airodisha Aviation Pvt Ltd	Mysore(Mandacally) To Chennai	Rs. 3,816	Rs.2,330